

Message Text

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16

ACTION AF-18

INFO OCT-01 ISO-00 COME-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 DRC-01 SAM-01 /043 W
----- 089723

R 070940Z FEB 74

FM AMEMBASSY PORT LOUIS
TO SECSTATE WASHDC 4364

UNCLAS PORT LOUIS 0088

FOR AF/C

E.O. 11652: N/A

TAG: BDIS MP

SUBJECT: TRADE INQUIRY

1. IN INQUIRY SIMILAR TO THAT CONTAINED PORT LOUIS 1133, DEC 11, 1973, EMBASSY RECENTLY RECEIVED REQUEST FROM CERNOL CHEMICALS LTD., PORT LOUIS. WOULD APPRECIATE IT IF, AS IN PREVIOUS CASE, THIS COULD BE BROUGHT TO ATTENTION OF DEPT. OF COMMERCE (MANLEY AND GILPATRICK).

2. CERNOL INFORMS EMBASSY THAT IT PREVIOUSLY HAD ALL FIRMS PHOSPHATES REQUIREMENTS SATISFIED FROM FOLLOWING SUPPLIER: FMC CORPORATION, CHEMICAL INTERNATIONAL DIVISION, 633 THIRD AVENUE, NEW YORK, 10017 (MR. J.P. LIBERT, SALES MANAGER).

3. CERNOL FURTHER INFORMS US IT HAD SENT CABLE ORDER AT END-1973 FOR 8 TONS SODIUM TRIPOLYPHOSPHATE AND 2 TONS SODIUM HEXAMETA-PHOSPHATE. REPORTEDLY CERNOL WAS INFORMED BY RETURN CABLE THAT FIRST PRODUCT NOT AVAILABLE AT ALL IN 1974 AND THAT QUOTED PRICE FOR SECOND PRODUCT VALID ONLY FOR FIRST THREE MONTHS SHIPMENT.

4. CERNOL THEN PLACED FIRM ORDER FOR 5-TON LOT OF SODIUM HEXAMETA-PHOSPHATE ANHYDROUS POWDER ON JANUARY 25. IT IS FIRM'S BELIEF THAT FMC IS STILL PRODUCING SODIUM TRIPOLYPHOSPHATE BUT IS PERHAPS KEEPING IT ON STOCK FOR LARGER CLIENTS. CERNOL POINTS OUT THAT IT IS ONLY FACTORY IN MAURITIUS SUPPLYING CHEMICAL SPECIALITIES
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TO NEW INDUSTRIES OF COUNTRY AND THAT WITHOUT APPROPRIATE SUPPLIES

THESE INDUSTRIES PLACED IN CONSIDERABLE PRODUCTION DIFFICULTIES.
FIRM ASKS THAT FMC BE RECONTACTED AND REQUESTED TO SUPPLY CERNOL
WITH 15 METRIC TONS TRIPOLYPHOSPHATE AT EARLIEST POSSIBLE TIME.

5. EMBASSY'S ESTIMATE OF SITUATION, PARTICULARLY WITH REGARD TO
SUPPLY OF FIRMS IN EXPORT POROCESSING ZONE, IS THAT CERNOL
CORRECTLY DESCRIBES PROBLEMS BESETTING THIS IMPORTANT MONEY-
EARNING AND EMPLOYMENT-PRODUCING SECTOR OF MAURITIAN ECONOMY.
WOULD GREATLY APPRECIATE IT, THEREFORE, IF TELEPHONE CONTACT COULD
BE MADE WITH FMC IN FURTHERANCE MAURITIAN FIRM'S REQUEST.
SULLIVAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974PORTL00088
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: PORT LOUIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740249/aaaabtol.tel
Line Count: 72
Locator: TEXT ON-LINE
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: WorrelSW
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAR 2002 by elbezefj>; APPROVED <26 NOV 2002 by WorrelSW>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE INQUIRY
TAGS: BGEN
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005